

## Message Text

LIMITED OFFICIAL USE

PAGE 01 STATE 017904  
ORIGIN COME-00

INFO OCT-01 AS-01 ARA-06 ISO-00 EB-08 /016 R

DRAFTED BY COM/BIC/OED/MEPD/TJASPER/CF  
APPROVED BY EB/OCA/CM/JJREILLY  
COM/BIC/OED/MEPD/SMCONGER, DIR.  
COM/BIC/OIM/TBREWER (INFO)  
STATE/ARA/AND/E/JAALLITTO, PHONE  
ARA/ECP/KRICHARDSON (INFO)

-----262310Z 057271 /63

P 262231Z JAN 77  
FM SECSTATE WASHDC  
TO AMEMBASSY QUITO PRIORITY

LIMITED OFFICIAL USE STATE 017904

E.O. 11652: N/A

TAGS: BENC, EC

SUBJECT: MAJOR PROJECT: COTOPAXI CEMENT

REF: JASPER-BATEMAN OFFICIAL/INFORMAL 1-5-77

1. CRESCENT ENGINEERING REP SHUSTER CONTACTED COM/MEPD REGARDING HIS MEETINGS WITH COTOPAXI THE WEEK OF JANUARY 17. SHUSTER MET WITH JOSE GABRIEL TERAN VAREA THE MANAGING DIRECTOR OF COTOPAXI. ACCORDING TO SHUSTER, VAREA IS VERY PRO-GERMAN WITH THE RESULT THAT HE SEEMS INDIFFERENT TO AN AMERICAN PROPOSAL. HE REFUSES TO PROVIDE CRESENT WITH ANY INDICATION OF THEIR POSITION VIS-A-VIS THE GERMANS. (BEGIN FYI: ACCORDING TO

CRESCENT'S SOURCES THE FRG EMBASSY HAS OFFERED TO ARRANGE FOR VAREA A TRIP TO GERMANY UPON COMPLETION OF THE  
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COMPETITION. END FYI)

2. SHUSTER RECOGNIZES THAT CONTRACT COULD BE AWARDED TO THE GERMANS FOR PURELY POLITICAL REASONS. NEVERTHELESS WE FEEL IT IS APPROPRIATE FOR THE EMBASSY TO MAKE STRONG

REPRESENTATION TO GOE/COTOPAXI ON BEHALF OF CRESCENT.

POST MIGHT OFFER ITS GOOD OFFICES TO ASSIST ECUADORIANS  
IN RESOLVING ANY PROBLEMS THEY MAY HAVE WITH CRESCENT'S  
BID. WE WOULD APPRECIATE REPORT ON MEETING BETWEEN  
POST AND GOE/COTOPAXI.

VANCE

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 26-Jan-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977STATE017904  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** BIC/OED/MEPD/TJASPER/CF  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Litigation History:**  
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**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
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**Previous Classification:** LIMITED OFFICIAL USE  
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**Review Release Event:** n/a  
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**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
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